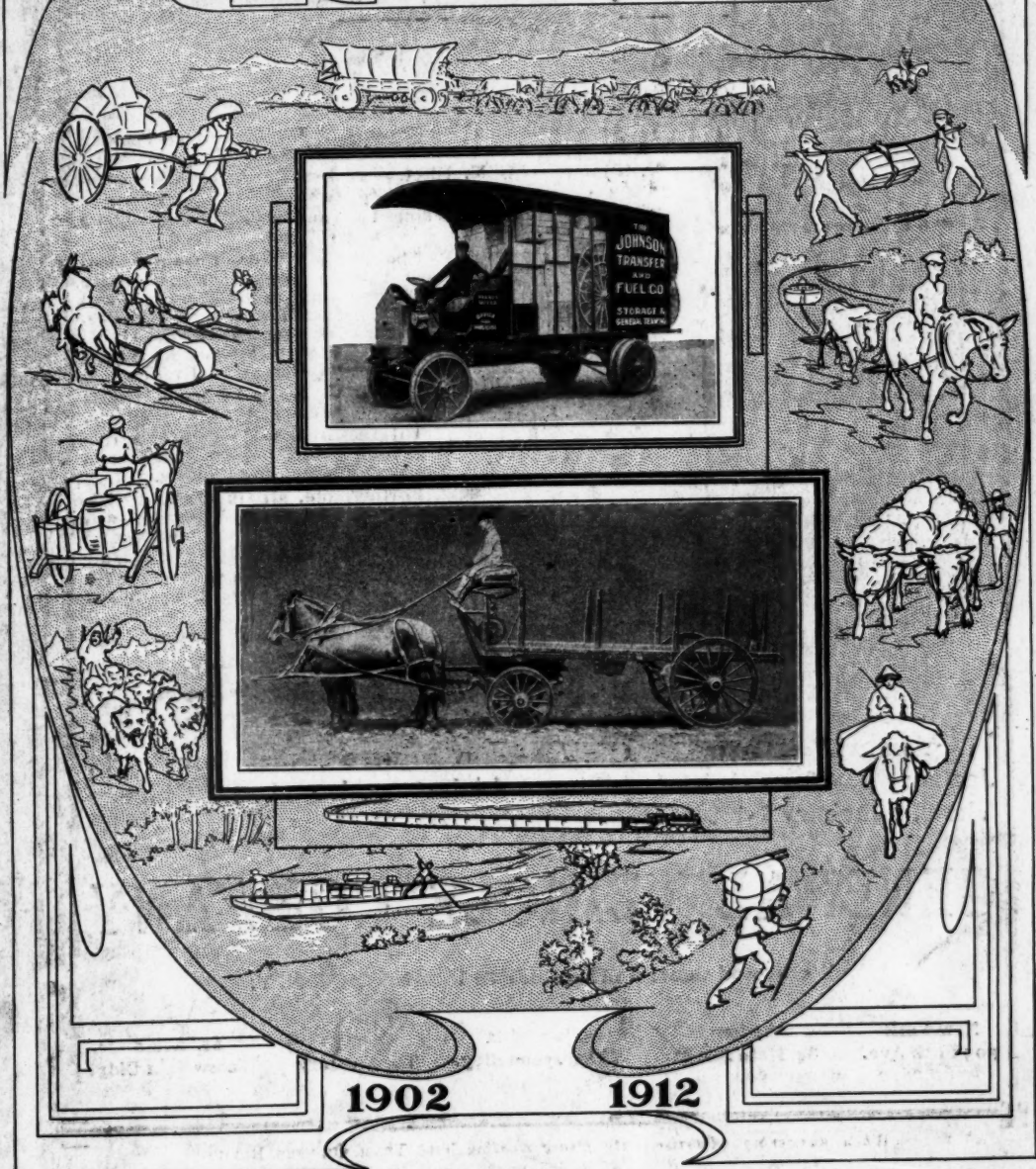


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U.S. Department of Agriculture  
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# THE TEAM OWNED REVIEW

U. S. Department of Agriculture.



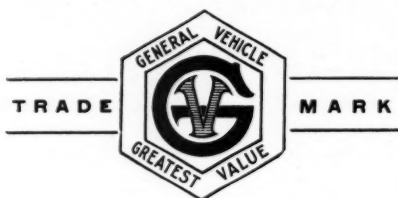
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THE TEAM OWNERS REVIEW.

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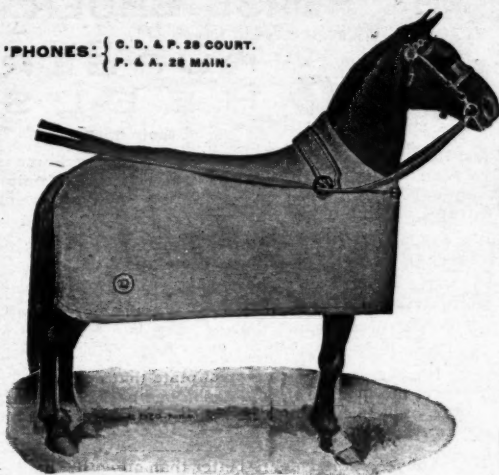
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Recognized as the **STANDARD Axle Grease**  
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Because by adding water the lotion can be made just  
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horse. In use in over 100,000 stables.

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**TUTTLE'S ELIXIR CO., 209 Beverly St., Boston, Mass.**

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"I tell my customers to put

# Walpole RUBBER HEELS

on their horses."

Because I feel then that I've done the best job I can for horse and owner. I've seen many a sore, tender-footed horse led limping into my shop, and, after I've fitted on those Walpole Rubber Heels he'd travel off sound and smooth.

Now that's comfort for the horse and the man who drives him, and it increases the market value of the horse too.


When that horse hits a hard pavement or a macadamized road, Walpole Rubber Heels take up the shock and the horse's whole foot is protected so that nothing can work up into the hoof against bruises and corns.

It's the patent spring steel plate that does it. This takes the place of the old-fashioned bar. It reinforces the whole heel which is made of high grade rubber. This means longer wear.

The Walpole Heel is better than any other hoof pad because I've never seen it get floppy and useless after getting wet, as some of the pads do. It's lighter than a bar shoe, and I can regulate it according to the horse's foot so that it will relieve soreness or tenderness every time.

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**WALPOLE RUBBER COMPANY, 185 Summer Street, Boston, Mass.**



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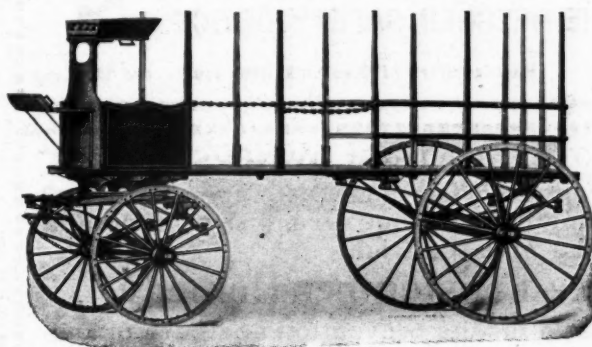
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—AND—  
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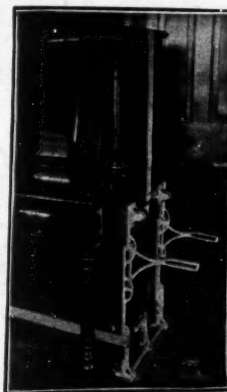
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G. J. TANSEY, PRESIDENT AND GENERAL MANAGER.

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If you have not, call on your Druggist at once and  
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### German Distemper Remedy

is recommended for the prevention and cure of Dis-  
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**SELLE GEARS** have been demanded by the largest wagon users in the  
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You should keep a ledger account  
with every wagon you own.

Why—you can then decide as to  
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you the most money, regardless  
of first cost.

# THE TEAM OWNERS REVIEW

A MONTHLY JOURNAL PUBLISHED IN THE INTEREST OF THE TEAM OWNER AND MOTOR TRUCK OWNER  
OF THE UNITED STATES AND CANADA.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURGH POST OFFICE

Vol. XI

PITTSBURGH, PA. FEBRUARY, 1912

No. 2

## THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF  
THE NATIONAL TEAM OWNERS ASSOCIATION  
AND  
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH

AT  
705 RENSHAW BUILDING,  
PITTSBURGH, PA.

BY  
THE CONSOLIDATED PUBLISHING COMPANY, INC.

ERNEST H. HEINRICHS.....PRESIDENT-EDITOR.  
S. ZINSMEISTER.....SECRETARY.  
W. D. QUIMBY...NEW ENGLAND REPRESENTATIVE.  
79 Portland St., Boston.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

### TERMS OF SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.  
To Foreign Countries, \$1.50 per year.  
If you wish your address changed, be sure to give the old as well as the new address.

### ADVERTISING.

Card of rates sent promptly on application.  
Orders for new advertising, or changes intended, should reach this office not later than 15th of month, to insure insertion in the current number.

### CORRESPONDENCE.

Please mail all correspondence for publication, so as to reach publication office by the 15th of month.  
Write on one side of the paper only.  
Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,  
PITTSBURGH, PA.

The Boston team owners' committee entrusted with the preparation of a bill to be presented to the State Legislature on the all-absorbing subject of glanders, has at last completed its task, and we have every reason to anticipate an early enactment of this measure. The Boston team owners are to be greatly commended for their indomitable persistency in this matter, and they are deserving of the thanks of every team owner in this country.

### The National Team Owners' Association.

#### Officers:

I. Goldberg, New York City.....President  
W. H. Fay, Cleveland, Ohio....1st Vice President  
Chas. J. McDermott, Phila., Pa., 2nd Vice President  
W. J. McDevitt, Cincinnati, Ohio.....Treasurer  
Frank F. Tirre, St. Louis, Mo.....Secretary

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#### Officers:

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W. J. Daunt, Bay City, Mich....2nd Vice President  
Jesse O. Wells, Des Moines, Ia. 3rd Vice President  
W. A. Brown, St. Joseph, Mo.....Sec'y & Treas.

## OFFICIAL NOTICE.

Owing to unexpected circumstances which have made it imperative to change the date of holding our National Convention this year, all Team Owners Associations are hereby notified, that the same will take place on Monday, June 24, Tuesday, June 25 and Wednesday, June 26, 1912, at the Hollenden Hotel, Cleveland, Ohio.  
By order of the Board of Directors,  
Isaac Goldberg, President.

It has been extremely gratifying to the editor of this paper to have found that our Anniversary Number has been generally appreciated by advertisers, subscribers and readers. Many have been the letters which we have received, telling us so, and a few of them we reproduce in this issue. As far as we are concerned, we liked to have done even better, and many are the shortcomings that crept in, almost without our knowing it, which should not have appeared. However, our



effort was made with the best will and intentions, and it pleases us greatly that they seem to have merited a general appreciation. This is encouraging, and it will urge us to do even better in the future. In the meantime every team owner in the United States and Canada should become a regular subscriber of THE TEAM OWNERS REVIEW.

### GREETINGS FROM THE NATIONAL PRESIDENT.

To the Members of the National Team Owners Association:

Six months have passed of my régime as president of the National Association, and I feel that it is incumbent upon me to give a semi-annual report of the progress of our association during that period.

Immediately upon my return from the convention, the wheels of the National Team Owners Association began to revolve and started on its journey to perform its work, but we all know the obstacles that confront vehicles during the process of traveling, and the same can be said of association work.

It has been the desire of your president for many years to have our standing defined before the Interstate Commerce Commission, whereby we could take up matters of importance against the railroad companies, without the assistance of the merchants, and up to the present time have not heard from the committee that had been appointed at the last convention, therefore I am unable to report favorably at this time.

The other committees appointed have kept in touch with me and can report very favorably, and can vouch for material improvement at the next convention. It is needless to state how essential it becomes to have the committees act, so that the work they have taken up can be completed before convention time. I sincerely trust that no offense will be taken at these remarks, as the intent and purpose of same are for the benefit of the team owners of this country, and for our association.

As it requires finances to conduct the business affairs of this association, I would respectfully call the attention of the local secretaries

to send their checks for the per capita tax of November, 1911, and the annual dues of \$35.00, which is payable in the month of January in advance, and thereby help the officers in the conduction of the affairs of the National Team Owners Association.

Sincerely yours,  
ISAAC GOLDBERG, President.

### NEW EXPRESS COMPANY ORGANIZED.

A recent incorporation under the laws of the State of New York is that of the Atlantic Express Company, a company that has been formed to conduct a general express and transfer business in New York City and Boston, Mass., and other parts of New England. The company will acquire the good will, business and assets of Hoyt-Tarbox Company, an express company now said to be doing an extensive business in Boston and other cities of New England. The capital stock of the company is to be \$1,600,000, composed of \$600,000 preferred and \$1,000,000 common stock. Of this amount \$55,000 preferred and \$412,500 common has been issued.

The officers of the company are: John J. McDonald, president; Edward B. White, vice president and general manager, and William J. Hoey, secretary and treasurer, and these, together with William Loeb, Jr., Charles H. White, James Donovan and William McAdoo, constitute the board of directors.

### HAUGH & KEENAN GET PRIZE.

At the recent display in Pittsburgh, Pa., of the Pennsylvania Live Stock and Breeder's Association a day was given over to a show of work horses and a team owned by the Haugh & Keenan Storage & Transfer Company received the "blue ribbon." The Haugh & Keenan team is called "Rex" and "Ben," two horses weighing between 1300 and 1400 pounds. The horses are Pennsylvania born and bred and were pitted in this contest against others from all parts of the country. It was the only team entered by Mr. Keenan, although he has a number of other horses of similar quality.

**NEW CLASSIFICATION RULE OBNOXIOUS.**

The Drayman's Association of Portland, Ore., has entered upon an active protest against new rule 33 of Western Classification No. 51, and has engaged an attorney to push the case before the Interstate Commerce Commission. Through the courtesy of the Holman Transfer Company of Portland, Ore., THE TEAM OWNERS REVIEW is able to print the following letter, which is being sent to team owners and warehousemen throughout the country. It will be seen that this measure affects the teaming interests throughout the United States, and it would seem advisable that it be brought to the attention of Mr. Isaac Goldberg, the president of the National Team Owners Association, who, in his usual energetic manner, will no doubt give the matter the attention which it deserves. The letter, which speaks for itself, is as follows:

"Your attention is directed to New Rule 33, of Western Classification No. 51, issued December 30, 1911, effective February 15, 1912, reading as follows:

"'No charges of any description will be advanced to shippers, owners, consignees or agents thereof; nor to draymen or warehousemen for shippers, owners, consignees or agents thereof.'

"This drastic measure on part of transportation companies means reopening of 'Pool Car' fight and should be met with equally drastic measures in shape of united protest of the warehouse and drayage interests throughout the country to the Interstate Commerce Commission, and request for suspension of the obnoxious rule.

"The Portland Draymen's Association have started the fight against adoption of this most unjust rule and have secured the co-operation of similar interests in San Francisco, Los Angeles, Spokane, Seattle and Tacoma and support of eastern shipping interests is being enlisted in the cause.

"Not only are the warehousemen and drayage interests affected, it concerns vitally all dealers in merchandise of all sorts, who are unable to purchase in carload lots, for it

means they are to be denied even the benefit of carload rates to points of distribution. It also affects the manufacturing interests, for they would have to prepay freight charges to distributing points and also prepay the distribution charges of forwarding companies.

"The matter is in the hands of Traffic Attorney A. J. Parrington, Room 6, 208 Alder street, Portland, Oregon, and all interested are requested to communicate with him direct."

**NEW TRAFFIC WAY IN NEW YORK.**

An additional artery for vehicle traffic has been opened in upper New York City, known as New Park avenue from Forty-second to Fiftieth streets and in a short time it is expected New York will have a "truck line" for vehicle traffic from Brooklyn to Harlem.

The new thoroughfare will relieve congested traffic on Third and Lexington avenues on the east and Madison avenue on the west, to a considerable extent, particularly of fast moving vehicles like automobiles. Moreover, there are no car tracks on Park avenue, and the roadway is smooth and in good condition, so that chauffeurs will prefer that route.

**THE LONDON "HANSOM" GOES.**

Two-wheeled horse cabs in London are destined to disappear during 1912, according to the report of the London Traffic branch of the Board of Trade issued last month. Regarding the increase in the number of motor cabs in that city the report states:

"The displacement of horse by motor cabs, which commenced in 1904, is making rapid progress. In 1909 the number of two-wheeled horse cabs diminished by 1,527, while motor cabs increased by 1,151, and in 1910 there was a further reduction of 1,296 of the former and an increase of 2,441 of the latter. If two-wheeled horse cabs continue to diminish at the rate of the last two years they will disappear before the end of 1912."

London's motor omnibuses have increased 50 per cent. in numbers during seven months, the report states.

## NEW ENGLAND NEWS

New England Office, 79 Portland Street, Boston, W. D. Quimby, Manager.

I am enclosing a copy of the bill that we have filed in Massachusetts with the Legislature for compensation for glanders, and I feel such will be very interesting although a little long, but it is a great subject. I will not burden you with much else this week.

I am also enclosing a report on the regular January meeting and will say that a meeting of our directors was held to-day at the office of the chairman. It was voted to have a Souvenir Program, also to have our next Team Owners Celebration on June 17 at Bass Point, Nahant, and our regular monthly meeting of April to be given up to ladies' night; there will be music, recitations and other entertainments besides the banquet, which will come on the 2nd of April.

### REGULAR MEETING.

A regular meeting of the Team Owners' Association was held at the Revere House, January 2, with 30 members present. After dining together, the meeting was called to order by Vice President Loveless, President Flanders being confined to his house by a very severe cold.

The secretary reported for the committee appointed to draw up a glanders bill, to be presented to the Legislature; after discussion and some minor changes this report was referred to Mr. Ogden and Dr. Burr for final drafting.

A vote of thanks was extended to Dr. Burr and Mr. Merwin for the very able assistance extended to the association in connection with this bill.

The secretary, reporting for Mr. Ogden, gave a synopsis of the interview with the Boston & Maine Railroad officials in the latest effort to establish a "one dump" delivery at their terminal.

While only progress could be reported, it was the opinion of those present at this interview that considerable advance had been made and that ultimately this much desired condition would be brought about.

It was voted to have a regular outing on

June 17 and to also have a Ladies' night, details for both these affairs were left in the hands of the board of directors.

The secretary was directed to extend to President Flanders the sympathy of the members and their earnest hope for his early recovery.

The secretary was directed to obtain from counsel an opinion as to the lien a carter of household goods had on said goods for transfer charges.

### THE GLANDERS BILL.

The members of the Team Owners Association of Boston have been directing their efforts for years towards effecting a modification in the laws of their state by which the team owner, if his horses be attacked by the glanders, would obtain a compensation, in case any of their horses are killed, that would more adequately reimburse them for their loss, than the existing law would allow. The association appointed a committee, and this committee sought the advice and counsel of experts and practical men from the State Bureau of Cattle, the Board of Health and others, and by placing before them the position of the team owner on the glanders question, obtained their co-operation and assistance. With this the result has finally been achieved, that an act is now about to be presented before the State Legislature of Massachusetts, which covers the case so fully, so fairly and so equitably, that its enactment may be almost looked upon as a certainty. According to this act the team owner who has a horse which is found to have glanders, will be reimbursed for two-thirds of its actual value. Animals, which in the opinion of the Board of Health are infected with glanders and which shall have been ordered killed by that board, shall before killing be referred to the Cattle Bureau for appraisal and compensation. Inspectors shall make regular inspections of all horses at such time and in such manner as the Cattle Bureau may order. In



case the owner does not agree with the appraised value of any of his horses having been found afflicted with glanders, he may ask to have the matter decided by arbitration. All horses imported into the state must have a certificate of health or will be quarantined, for the purpose of being examined by the Cattle Bureau. If they are found free from any glander symptoms they will be admitted, but if they are glandered they will be slaughtered without compensation.

No doubt many team owners will have read with much interest of the recent fire in Boston, which partially destroyed The Revere House. This hotel has been the meeting place of the local team owners Association for some years. It was also the scene of the Seventh annual convention of the National Team Owners Association, which was held in Boston in 1909.

W. D. QUIMBY.

### LARGE WAREHOUSE FIRE.

The seven-story warehouse of the Terminal Storage Company, occupying a full city block near the North river water front between Twenty-seventh and Twenty-eighth streets, New York City, and containing merchandise

valued at more than \$10,000,000, was swept by fire on January 17.

Seven stories in height, it was the largest structure of its kind in New York and one of the largest in the world. While the building itself was fireproof and protected by fire walls, sprinklers and all the modern fire prevention and firefighting appliances, its contents, consisting mostly of goods awaiting delivery to the big New York department stores, were naturally of the most inflammable nature.

The building was divided into four sections by firewalls two feet thick. One of the sections was controlled by John Wanamaker and contained merchandise consigned to him. Another section was rented by Gimbel Brothers, while the two remaining sections had as tenants nearly 50 smaller firms.

### A GOOD POLE HORSE.

Prospective Purchaser—I want a horse to use in my work.

Dealer—Well, what kind of work do you do?

Prospective Purchaser—Wire repairing.

Dealer—Here she is. Just the horse you want, young man. All you have to do is to show Maude a picture of an automobile and she'll climb a telegraph pole.



This truck and team belongs to the Wightman Express Company of Pawtucket, R. I., of which C. F. Thurber is the proprietor. It is one of the finest teaming outfits in Rhode

Island. The truck was made by Abbot-Downing of Concord, N. H.; it will carry ten tons. The complete team, horses and truck, cost \$1,500.

### AMONG THE ASSOCIATIONS

#### Chicago, Ills.

We are having very cold weather here, below zero for about two weeks. The streets are very slippery and many horses have been put out of commission by the wood block pavement which they have laid so much of here in the down-town district. I have not much of any news to tell you. Am sorry to say our members are somewhat asleep, or at least we cannot get out to meetings. I have always taken a great interest in the teaming industry, and I hope to live to see the day when they will be united as they should be in our great city and also all over our land. What a power we would have! What we want to do is to think a little less of the dollar and have a little more love and sympathy for one another.

A. CHARD.

#### New York, N. Y.

The regular meeting and election of officers of the New York Team Owners Association was held on Monday evening, January 8, 1912, at the Hotel Brevoort, Fifth avenue and Eighth street, and the following officers were elected:

President, Joseph K. Orr, re-elected for the third consecutive time; vice president, E. H. Gallagher, for the seventh consecutive time, and fondly called by the members our "Stalwart"; treasurer, Charles T. Canfield, re-elected, but so many years has he held this office that we are unable to tell truthfully how many years, and knowing his modesty as to his age, we refrain from asking how many years he has served; secretary, Charles M. Ertz, the genial young man who at one time was king of the bicycle arena, but now our best secretary.

The above elections were all unanimous, there being no contests for their respective offices.

The above, however, was preceded by a dinner tendered to the members from the asso-

ciation's funds, and specially prepared by the noted "chef" of the famous "Hotel Brevoort," which is a guarantee in itself for good food, and which was thoroughly enjoyed by the members.

The surprise and event of the evening occurred when I. M. Goldberg, partner in business with Isaac Goldberg, our National president, arose and delivered one of the most eloquent presentation speeches that the hearers ever had the pleasure of listening to, and then proceeded to present to our re-elected president, J. K. Orr, a beautiful diamond ring, for the efficient manner in which he had conducted the affairs of the association for the past two years. The cynosure of all eyes for the balance of the evening was I. M. Goldberg, and upon all sides exclamations were heard, such as "our boy orator with the silver tongue."

#### Cincinnati, Ohio.

We are in receipt of your Souvenir number of THE REVIEW and feel that your paper is the best means for transferring news to the various associations of team owners in this country.

At the last regular meeting of this association we had installation of officers, as follows: President, Charles Schroder; first vice president, Harry J. Stueve; second vice president, John Clark; secretary, E. H. Franz; treasurer, Wm. J. McDevitt, which was followed by a banquet lasting until an early hour in the morning. Every one present spent an enjoyable evening talking and discussing the abuses in the teaming interest.

On the evening of December 7, 1911, we held our annual dance at the Auditorium, which was in charge of a hustling committee consisting of Mr. J. Clark as chairman, which proved a grand success socially and financially. Anyone ever meeting Mr. Clark will no doubt know him by his good fellowship and his popularity among the ladies, he carrying away all prizes for his fine dancing. Mr. Neil O'Brien assisted as floor manager.

Our association at present is in a fine condition with a large membership and a good treasury.

Through the assistance of this association one of our members, Dr. Harry Janson, was given the position of city veterinarian, which shows what strength there is in association work.

We have a number of complaints up with the railroad company at present and they promised to give the matter their prompt attention.

HARRY J. STUEVE,  
Vice President.

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*Cleveland, Ohio.*

The Cleveland Team Owners Association is going along very nicely. We are quite busy preparing for our annual ball on January 30, which we hope will be the banner ball of them all. Every team owner in this country is invited to attend. We are also busily conducting preparations for the coming National convention to be held here in June next. At the present time our association is wrestling with the "snow" question. We are asking our city administration to put the snow alongside of the curb, so as to give our teams a clear track between the curb and the car lines. If that cannot be done we should like the railroad to cart it away. We would like to know what they do in other cities where they have similar trouble. I should like to have answer in the next issue of THE REVIEW from any or all associations that can tell us something about this matter.

C. F. BECKER, Secretary.

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*St. Louis, Mo.*

I must surely commend you on the January issue of THE TEAM OWNERS REVIEW, as I think it is one of the greatest pieces of work that you have accomplished up to date. I appreciate the history of the National body from the first convention held in our city up to last year's convention held in Kansas City, in fact, every article is very interesting, especially to those that were fortunate enough to receive one of your copies.

I have read the book from one end to the other and it will be preserved for future reference. The question very often comes up among our members at what hotel were the

headquarters during the convention held at such a city. Sometimes the question cannot be answered. No trouble doing this now by simply referring to your Anniversary issue.

Our January meeting was called off on account of the blizzard that was raging here on that day. Our street car system was crippled and we were uncertain about the attendance as a result of this. However, we are all very busy in our city at the present time.

A. J. KUEPFERT, Secretary.

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*Kansas City, Mo.*

January 4th being the date on which the newly elected officers were installed, the ladies took it upon themselves to arrange a very pleasant surprise for the members after the business had been transacted and adjournment announced.

The ladies invited us into an adjoining room, where a very bountiful luncheon was spread upon a long table in the center of the room, and, although the weather was zero outside, the good home-made cakes and ice cream seemed to just fill the bill, and every one had a good social time, and, were it not for the season of the year, we would be inclined to call it an "Ice Cream Social," nevertheless, it was appreciated. The interest the ladies take in our organization assures the members they are working along the right lines, and we could not help but promise them we would reciprocate with an oyster supper before the winter was over.

C. E. WAYNE, Secretary.

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*Grand Rapids, Mich.*

We have delayed acknowledging receipt of your dandy Tenth Anniversary Number until now, owing to news regarding our team owners meeting, for which kindly pardon us.

The edition was certainly fine and reflects great credit upon you, and your paper should certainly be a winner and be read and advertised in by everyone interested in horses or motor trucks. We soon used up the six copies you so kindly sent us and could easily



use six to twelve more if you have them to spare.

We herewith enclose you letter and circular from Mr. Long of the Federal Motor Car Co., which firm should surely advertise with you if they are not already doing so.

At our last regular team owners' meeting held at the DeGood Transfer Company's new office in the nature of a house warming, nothing of importance was discussed except the use of alfalfa hay, and we would like to hear from any of your readers who have been using it as to whether they think it profitable or not at the higher rate and who are the best ones to buy several cars of for our association.

We are endeavoring to be represented on the traffic committee of our Chamber of Commerce, and if you will kindly mail us a copy of THE TEAM OWNERS REVIEW in which it speaks of Pittsburgh or some other city asking their Chamber of Commerce for the same thing, it will be sincerely appreciated, as we have tried to find this article but have been unable to do so.

E. M. RADCLIFFE, Secretary.

### EQUINE MILL'S HOTEL.

Among the societies in this country, the members of which devote a great deal of their time, money and interest to the welfare of the horse, few are more active and praiseworthy than the Horse Aid Society of New York City. The organization was founded by a lady, Mrs. Jacob M. Ehrlich of New York City, who not only placed a small fortune at the disposal of the society, but by the constant attention to its work and her untiring influence has already done an incalculable amount of good. A peculiarly unique feature of the work of Mrs. Ehrlich and her co-laborers consists in the fact that they mainly seek to alleviate the burden and sufferings of those horses belonging and operated by small hucksters and teamsters. The society has recently established a stable at 437 East Fifty-third street, New York, as a haven of rest and relief for the poor tired equines, who suffer mostly from being badly fed and poorly attended. At this stable, which is known as the "Mill's Hotel for Horses,"

the animals are cared for in every way. They get rest if they are tired, food if they are hungry and medicine if they are ill. Through the efforts of Mrs. Ehrlich and her friends the work of the Horse Aid Society is constantly extended.

### BLANKET YOUR HORSE.

Accuse any person of cruelty and he is pretty certain to resent the compliment. And yet how many people in our city daily countenance acts of cruelty and neglect to our four-footed friends without making the least effort to lessen the burden of those who cannot speak for themselves. Are not such people accessories after the fact, morally at least if not legally?

Winter is at our door and with the inclemency of the weather added precautions are necessary for the welfare of the patient horse, who, in addition to being overloaded, overdriven, cruelly jerked and improperly shod, is often exposed for long periods of time without adequate covering. Newspaper, butcher and grocery drivers are conspicuous offenders along this line.

Societies for the prevention of cruelty are necessarily limited in dealing with this city-wide evil, but if the general public would co-operate more freely in reporting such cases, either to the societies or, better still, directly to the employers, it would have a most wholesome effect, as most of these drivers are provided with blankets which they are too lazy to use and few team owners care to have their stock abused.

Again, the method of blanketing, especially in the case of coal teams, is often a mere makeshift, the blanket being doubled up and thrown on the rump of the animal when commonsense demands that it cover the breast and shoulders to be of benefit. Driving with the blanket on is obviously the lazy man's job, and is worse than useless.

Who will help in safeguarding the wonderful, delicately adjusted and sentient machine of man's best friend?

A scorched chauffeur dreads the tire.

### SOME EXPRESSIONS ON OUR ANNIVERSARY NUMBER

#### THE NATIONAL PRESIDENT.

You are to be complimented upon the edition of your January number, and success should crown your efforts in your endeavor to further the interests of the teaming industry. The tenth anniversary of your valuable REVIEW was of the standard exemplified by its teachings of previous issues, and showed the true sterling character behind the "guns." The book itself is a work of art and will long be remembered and retained as a tender reminder of one, who ardently gave up his time and energy for the benefit of others. May you live long and prosper and continue in your enlightenment to the team owners as to the necessity of organization.

Very truly yours,

ISAAC GOLDBERG.

\* \* \*

Your Souvenir Number, January 1, 1912, is fine and brought out many good words from all sections of the country. Many who have been silent for years past still show an interest in your efforts for the good of the teaming trade. I still have hopes our good friends in Boston and San Francisco will be with us at Cleveland, Ohio, in June.

Yours truly,

R. G. MARTIN.

\* \* \*

Boston, Mass.

I think that your Anniversary Number is a success. The whole book is a credit to you. I have read it nearly all through with great pleasure.

HARRISON LORING, JR.

\* \* \*

Chicago, Ill.

I am in receipt of Souvenir Edition of THE REVIEW, and I must say, much praise is due for the same. I have read its pages with much pleasure and interest; the short sketches of our former conventions brought to my memory many pleasant recollections of the past. The cuts representing the various ways of transportation from all over the globe, and

many other things too numerous to mention were very interesting.

ADOLPH CHARD.

\* \* \*

Brooklyn, N. Y.

Your Souvenir Number is most excellent and you deserve the highest praise for the manner in which you have got it up.

GEORGE FOSTER HOWELL.

\* \* \*

Houston, Tex.

I hope your Anniversary Number treated you as you deserved, and wishing you the compliments of the season,

THE WESTHEIMER TRANSFER CO.,

— S. J. Westheimer, President.

\* \* \*

New York City, N. Y.

Your January issue at hand and beg to compliment you on the same. It is a very creditable number.

M. L. GREEN.

\* \* \*

THE TEAM OWNERS REVIEW, the official publication of the Teaming, Transporting and Express Trade of this country, which has been published in the city of Pittsburgh, Pa., for the past decade, has issued an Anniversary Number in commemoration of this event. The number is very handsomely gotten up, with a very artistic front cover and containing a wealth of information about Horses, Motor Trucks and kindred features of the utmost interest to the large number of readers which that publication has throughout this country. —*The Horse Shoers Journal.*

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THE TEAM OWNERS REVIEW, the official publication of the teaming, transferring and express trade of this country, which has been published in the city of Pittsburgh, Pa., for the past decade, has issued an anniversary number in commemoration of this event. The number is very handsomely gotten up, with a very artistic front cover and containing a wealth of information about horses, motor

**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**

trucks and kindred features of the utmost interest to the large number of readers which that publication has throughout this country.

The *Journal* congratulates THE TEAM OWNERS REVIEW on the success it has met with during the past decade of its existence, and hopes it will be favored with still greater success throughout its second decade.—*Implementation and Vehicle Journal of Dallas, Tex.*

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THE TEAM OWNERS REVIEW, a publication printed here in the interest of the team owner of the United States and Canada, has just issued its Souvenir Edition commemorating its tenth anniversary. Besides its usual quantity of excellent printed matter pertaining to the current and past history of the workaday horse, THE REVIEW contains numerous illustrations of the equine toiler at his diversified tasks the world over. It contains also several excellent portraits of contributors, and many auto, truck cuts. This Souvenir Edition of THE REVIEW is an exceptionally well dressed, well printed one.

Ernest H. Heinrichs is president-editor of THE REVIEW, S. Zinsmeister secretary, and W. D. Quimby New England representative.—*Pittsburgh Dispatch.*

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### SKINNER WANTS INFORMATION.

I have read with considerable interest the common sense talk of Everett Radcliff on page 59 of the January issue. It coincides with my "guess" on the subject.

As we have an average half-mile haul, and perhaps 40 to 60,000 pounds of "local," we have felt sure that it was impractical to use machines for our delivery, therefore, as we cannot change our system to the exclusive use of trucks, at present, and as our old stable is about worn out, we would like to know who has a good 40 stall stable, the plans of which they could recommend to those of readers of THE REVIEW who may contemplate building new.

The interior arrangement is what I refer to, as we shall build fireproof, of course.

Thanking you for the splendid January number, I am as ever a believer in the Team Owners Organization.

CLARENCE D. SKINNER,  
Topeka, Kansas.

### CALENDARS AND ALMANACS.

As usual this office has been favored again this year with the receipt of a number of New Year's remembrances. Among them was a very useful memorandum book from Mr. Westheimer of Houston, Texas, a very handy desk calendar from the Sheldon Transfer Co. of Holyoke, Mass., and two exceedingly beautiful wall calendars, one from the Binyon Transfer & Storage Co. of Fort Worth, and the other from Frank Snyder of Buffalo. The former is a reproduction of the famous painting by Henry Mosler, entitled "Ring, Ring, for Liberty." Mr. Snyder's calendar embodies a replica of the well known picture of Wakefield, the birthplace of George Washington, our first president. Both are not only very useful in an office, but also very ornamental withal.

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"O'Brien, the Mover," of 1814 West Fifty-fourth street, Cleveland, Ohio, sends THE REVIEW a beautiful colored wall calendar, having a reproduction of the picture "Now was the day departing," by Mitchell.



## THE FUTURE OF THE ELECTRIC TRUCK—WHY THE MOTOR TRUCK IS HERE

By F. Nelson Carle of the General Vehicle Company

If you think of the modern Motor Truck as still in the experimental stage, or as simply a pleasure car adapted to commercial needs, you do it and your business a great injustice.

The motor truck is a product of the age—of the modern inventive genius and financial faith—a

of probably 12 cents to as low as 3 cents a k.w. hour.

Here then are some economic reasons for the motor truck. There are many others, but these are sufficient. They tell very plainly why it is here, and what is more important—why it has come to stay.

### SOME MOTOR TRUCK PROBLEMS.

In considering any method of transportation there are three things to examine: The road, the load and the vehicle. In trackless transportation the road must be accepted as it exists. In practically all work the load must be accepted as it is received, and it must be delivered as ordered. These two factors of transportation are the same, no matter what method is employed. Hills, bad roads, frequent stops and starts, long routes or heavy loads are equal in the demand made on animals or machines of any kind. The third factor, the vehicle, is the only one with which the solution of transportation problems can be made any easier.

Just as the electric street car has solved the problems for passenger transportation in cities, so has the electrically driven power wagon opened the way to a simple trucking and delivery system in practically all lines of trade.



A standardized 2-ton Electric truck used by the above company in New York. Over 70 were ordered at one time

wage earner like the rest of us—doomed as we all are to face the acid test of character and adaptability.

The motor truck is here because evolution has made us ready for it—because the twentieth century needs it.

If you think there are no sound economic reasons for its adoption just study these facts:

In ten years the retail price of horses has increased on an average 105 per cent.

In ten years the cost of hay, oats and straw has increased almost 150 per cent. (See New York Chamber of Commerce reports).

In ten years real estate in our great cities has increased at a phenomenal rate, making the taxes on ground devoted to stables in the heart of our cities almost prohibitive.

In ten years the volume of street traffic in centers like New York and Chicago has increased 300 per cent., making relief from present congested conditions imperative.

In ten years the motor truck and particularly the electric truck has grown from an idea to not only a commercial success, but to a positive necessity.

In ten years the cost of gasoline has been reduced almost 100 per cent.

In ten years the cost of electric current for electric vehicles has been reduced from an average



Two of a fleet of 47 5-ton Electrics, of one make, operated by one New York brewer.

### ADVANTAGES OF THE ELECTRIC TRUCK.

The electric vehicle for trucking and delivery is purely a mechanical proposition. It is a machine. Like other machines it can be built to do a given amount of work in a definite time at a certain cost under any known conditions.

The safely carried load in pounds or tons is the basis of its mechanical design and construction.



Efficiency in New England's snows.

The specified speed with full load on hard level determines how much power will be required. The specified duration of continuous operation at full load on a hard level determines the amount of energy that must be stored in its battery at one time. The last condition fixes the size of the storage battery. The power and speed required, determine the size of the motor and the gear ratios, while the total weight affects the tire design.

The cost of transportation by electric vehicles can be determined just as logically as the cost of operation of any other machine. It is merely a question of measuring the work and measuring the cost of placing one against the other.

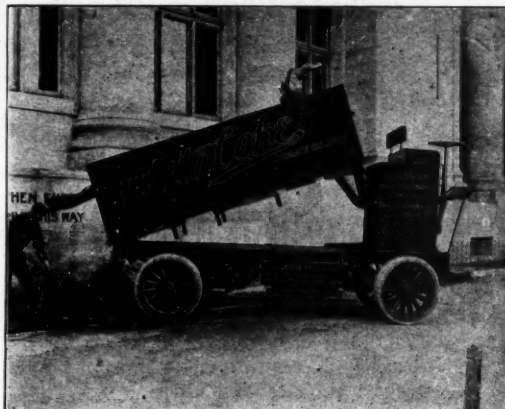
Accurate engineering can be applied to the problems of transportation with greater satisfaction with electric vehicles than with

dition and performance of storage batteries and electric motors. The cost of producing electricity is a known quantity. The amount of electricity necessary to charge a battery is measurable. The amount of electricity delivered to an electric motor by the battery is a known quantity, or can be measured. The performance of an electric motor is accurately specified for any conditions. Its efficiency is easily and surely determined.

#### IMPROVEMENTS IN THE ELECTRIC VEHICLE.

To get the cost of operation of its electric vehicles down to the lowest figures, the leading manufacturer of this type has adopted methods that affect the design of the entire vehicle and result in an energy consumption per ton mile far below any previous figures.

The chief cause of this saving is the re-



One of a fleet of five Electrics.



Climbing the San Francisco grades.

any other type. Electrical measuring instruments reveal, and record if necessary, the con-

duction in friction obtained by using ball or roller bearings in motor, countershafts and wheels, and efficient silent chain and roller chain drive between motor and wheels. Less energy is thus required, and a smaller and lighter battery may be used. The decrease in battery weight allows the framework to be lighter, reduces the dead weight, further reducing the energy consumption, the battery weight and the friction loss itself.

Another important improvement is the use of a single motor for driving the vehicle in place of two or four sometimes used in the past. The advantages lie in decreased weight, better motor efficiency, lighter battery, fewer parts, simpler control and a reduction in energy required to move the vehicle.

## THE FINAL ANSWER—"BUSINESS DEMANDS IT."

"Big business" demands dividends—not sentiment. The old order of things must change if we are to make progress. Sometimes it hurts to



A practical body built on a standardized chassis. The Electric is frequently taken up in the elevator to the desired floor.

give up methods to which we are long accustomed, but where it is a question of dollars and cents business men will eventually adopt the new.

We all love the horse, as a horse, but we cannot

afford to keep him if he will not earn dividends and there are few city horses who do so to-day. The horse is slow, unsanitary, short-lived under city conditions and the opposite of economical when compared with the motor truck and especially the Electric Truck. The electric never gets sunstroke, it does not have to work alternate days only, it gets no broken legs from slippery pavements, it never gets sick or runs away, it takes up less room and it has 100 per cent. greater working capacity than the best horse.

Yes, business demands the motor truck. It has tried out the power wagon and proved its value. The motor truck fleets of the country are multiplying at a surprising rate, fleets of 50 electrics, for example, being quite common. The gas truck with its greater radius of action has many adherents and it looked for a while as though it would dominate the field, but as about 80 per cent. of all our trucking and deliveries is found in our cities and the electric is essentially the more economical in short-haul, frequent stop work, its friends have no fear for its survival. There is ample room for both types, so let the good work go on. Give us the motor truck—it means greater efficiency, cleaner streets, less disease, and more business. All of which augment 20th century success.

## A Long Run With Good Results.

In the January issue of the Express Gazette appeared the following account of a 3½ motor truck, which was run continuously for 144 hours delivering express goods and packages:

The demonstration took place in Philadelphia in the actual, practical operation of the Adams Express Company during the holiday rush. It started Monday morning, December 18, at 7 o'clock, and was concluded Sunday morning at the same hour.

During this period the truck hauled more than 1,200 boxes and barrels, weighing in the aggregate over 450,000 pounds. The driver made 814 stops through the week, and the total valuation of merchandise handled is estimated at more than \$300,000—much of it Christmas presents. The biggest number of parcels collected in a single day was 315, during a trip in West Philadelphia, on which day the highest valuation in merchandise was hauled—estimated at \$89,420.

Early in the week the truck was principally engaged in hauling large loads of big shipments from depots to the distributing stations. A regular schedule was laid out, the truck leaving the loading station on the dot of each hour with a new load. Later in the week the truck worked between the main stations of the company and the large downtown wholesale and retail houses, and was then shifted over onto deliveries in the suburbs. In all this work the truck maintained schedules.

During the entire tour of duty the truck performed about every form of work imaginable in an express company's duty, and did it without a stop of its motor or a delay from any other cause within the truck. At the end, every part was working with complete success and satisfaction, and will need no overhauling unless the company decides to take it apart for examination in the line of study.

In the consumption of fuel, the truck proved economical. The records show that one gal-



lon of gasoline was used on the average per hour of service, while it required one quart of oil every six hours on the average.

### Motor Truck Show In New York.

"All records broken," was the way exhibitors described the twelfth annual motor car show at Madison Square Garden, which closed Saturday night, January 20. The first part, which embraced only pleasure cars, has already been announced as the most successful ever experienced, and Part 2, confined to commercial vehicles, gave evidence by the unusual number of visitors of the greatly increased interest in the use of horseless carriers for transporting merchandise.

There were a number of new features at the exposition as might be expected in connection with an industry that has developed as rapidly as the manufacture of automobiles. The self-starting devices which obviate the necessity of cranking one's engine were perhaps among the most important developments in evidence, although the adoption of the Knight engine by several important American makers and the use of automatic tire inflators were naturally of consequence.

Looking at the more materialistic features of the show, sales managers pronounce it the "greatest ever" in the actual disposal of machines, as there were numerous retail purchases recorded as well as a record number of agencies placed.

There was a demand for all sizes of cars and trucks, but the popularity of the runabout and the small delivery wagon was unprecedented. In the commercial section the practice of most exhibitors of showing machines with the names of purchasers painted on the bodies seemed an excellent idea, as it called the attention of the visitor to the various lines of industry in which motor wagons are being used.

A rolling car gathers no dross.

Satan finds work for idle cars to do.

Of two constables choose the smallest.

### USEFUL HINTS IN BOOKLETS.

The Pittsburgh Terminal Warehouse Co. of Pittsburgh, Pa., has recently issued some very attractive and interesting booklets, the contents of which set forth the multitudinous advantages of the company's forty warehouses. Storage and warehousemen may find considerable information in these publications to furnish them with ideas of use in their own business. The subject matter in these booklets has been "constructed" by W. T. Mossman, expert advertising writer in Pittsburgh.

### GLANDERS OR DISTEMPER.

The question often arises in the stable—Has the horse that is ailing a case of glanders or distemper (strangles)? Unless one be familiar with the symptoms of the two diseases, it may be difficult to arrive at a correct diagnosis.

Most everyone who has handled horses has seen cases of distemper, the symptoms being as follows: The colt is more often affected than the mature horse, and is seen to be "off its feed" and having some difficulty in swallowing. The animal's coat is rough and a general unthrifty condition is very noticeable. In a very few days a doughy swelling appears in the angle of the lower jaw, thus causing the animal to carry the head stiffly. The swelling eventually softens of its own accord, breaks and discharges a thick, creamy pus. Along with the symptoms will be seen a discharge from one or both nostrils, usually continuing until complete recovery.

Glanders, on the other hand, as usually seen, is more of a chronic disease. The most marked symptom observed is a chronic, bloody discharge, usually from one nostril. If one examines the nose carefully, ulcers will be observed, from which the pus escapes and drops from the nostrils. After several months the lymphatic glands located inside the lower jaw will be found to be enlarged and extremely hard. These lymphatic glands do not form pus as in distemper, but remain hard throughout the course of the disease.

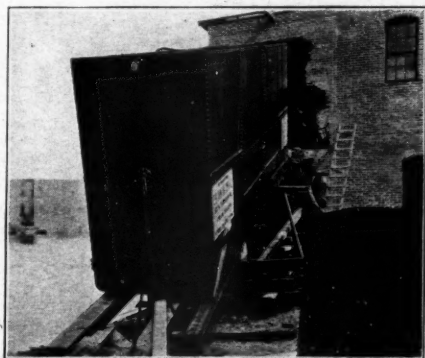
Skin glanders is called farcy. With this

form of glanders will be noticed a swelling of the lymphatics along the inside of the legs. These glands in time soften and form pus. The pus from a farcy leg is of a greasy nature, so that it does not stick to the hair the same as ordinary pus.

Distemper is what might be termed a benign disease, while glanders is extremely contagious and deadly, not only to other horses, but to man, and is incurable. For this reason, when in doubt as to whether a horse is suffering from distemper or glanders, it is well to have your horse tested with mallein by a skilled veterinarian and not run the risk of losing all the horses on your ranch.—C. L. Barnes, *Colorado Agricultural College*.

### HALF A CENTURY OLD.

The Taunting Teaming Company of Taunton, Mass., has now been established 50 years, the firm having begun to do business in 1852. Its career has been a very successful one since the start. The company employs at the present time 50 head of horses. They do a large



Hot water tank raised to second floor.

amount of freight forwarding and general trucking, as well as storing of furniture and merchandise. The company, however, makes a specialty of rigging and erecting stacks, boilers, engines, generators, etc., and moving manufactory plants anywhere in New England. One of its recent jobs of that kind was a contract from the Ames Plow Company from

Worcester, Mass., to South Framingham, Mass. This shipment consisted of nearly 200 carloads of machinery.



Four 20-ton boilers hauled 2 miles.

The company operates its own blacksmith, paint and wheelwright shops, and is indeed one of the most completely equipped and up-to-date teaming establishments in New England.



Dismantling 18-ton armature.

D. H. Cahoon is president and S. F. Hammett, treasurer.

The company not long ago published a neat little folder in which it showed by illustration and description the diversified character of teaming work it does. A few of these illustrations are reproduced with this article.

The following poem by our melodious bard of the teaming fraternity should have appeared in the January issue, as all our readers will readily recognize when they peruse its lines, but through some inexplicable inadvertence on



the part of the printer it failed to appear. But, although, in our modesty we feel that Mr. Chard has "sung" his "lay" in a strain somewhat too flattering, we are willing to let our friends judge as to whether THE TEAM OWNERS REVIEW is deserving of his praise.—(EDITOR).

#### TENTH ANNIVERSARY OF "THE REVIEW."

'Tis the tenth anniversary  
Of our TEAM OWNERS REVIEW,  
It now counts its readers  
In numbers not a few.

Some its first issue  
Its columns were read,  
While o'er our great Nation  
Good news it has spread.

It has brought the team owners  
From all over our land  
Into bonds of friendship  
We all know is grand.

We are convinced that the Editor  
Has worked hard, indeed,  
To give us good articles  
On draft horse and feed.

For our Associations  
Much good he has done,  
We appreciate his efforts  
I am sure, every one.

We enjoy when we meet him  
His kind, friendly smile,  
As he gives us his hand  
In the right kind of style.

Long may he live  
To run THE REVIEW,  
Which brings glad tidings  
To me and to you.

This tenth anniversary  
We hail with delight  
Of our official organ,  
Which in verse I now write.

Each good subscriber  
Should give a cheer  
And wish it success  
On this bright New Year.

Likewise our fair ones  
We would not forget:  
All join in best wishes  
For THE REVIEW, you can bet.

I now take a look  
At this effort of mine  
To picture in verse  
This paper so fine.

I have come to the conclusion  
I cannot with ink  
Do justice to the subject  
Of which I now think.

If I live to see the time  
Ten years from this date,  
I'll no doubt write a better rhyme  
The twentieth year to celebrate.

By A. CHARD, Chicago.

**W. H. FAY,**  
**MOVER AND ERECTOR OF**  
**MACHINERY,**  
**SAFES, Etc.**

Mover of Household Goods and Pianos

Office and Residence,  
1452 WEST 48th STREET,

CLEVELAND, OHIO.



**GOOD NEWS FOR HORSE OWNERS.**

Dr. F. A. Meder of 434 Fourth avenue, Louisville, Ky., while writing to the Walpole Rubber Company of Boston, Mass., says: "I have used a pair of your Medium Boulevard Red Walpole Rubber Heels for Horses on my horse 'Scott Newman,' 2.20 $\frac{1}{4}$ , for nine months, the same being re-set eight times, and the steel plates or tips always lasted from three to four weeks. I also want to state that this horse had two festered corns when I began to use your Rubber Heels. These corns have wholly disappeared and the horse is sound. Last year I trained this horse and won five races; started him fourteen times and was out of the money twice. I should be glad to furnish further information to any one interested."

**AN UP-TO-DATE TEAM OWNER'S OFFICE.**

Many team owners in this country are acquainted with Mr. Turner, the proprietor of the Turner Moving and Storage Company, of Denver, Col. If they do not know him personally, they have all heard of him as the man who has system introduced into his business, like no other man or firm in the trade. Many people say Mr. Turner has too much system; but be that as it may, Mr. Turner seems to have made his "system" pay, and the fact that his establishment is one of the most successful in the West, should prove that his methods are well worth taking notice of.

In a letter to the editor, Mr. Turner in speaking of his system, made among others, the following interesting remarks:

"About fifteen years ago I bought something that I thought was an improvement to our office system. After finding that it worked well, I kept buying more until about seven or eight years ago I decided that nothing was too good for Turner's office. Since that time I have bought everything, no matter what it might cost, if I thought it would improve the office, the last move being to complete our new office at a cost of about \$7,000. The front of our counter is made of onyx, the top a two-inch slab of green marble, base,

red marble. Floor tile. The onyx is a little bit better than I have ever seen in any bank or any building in the country.

"Our desks are all flat top. I would not give a roll top desk room to be in our office at any price. When anyone is through with his work everything is removed to its home in the drawers of the flat top table or desk. Anything that is not worth filing in our office is thrown away. If it is not worth making a place for, so we can find it whenever we want it, we do not feel that it has a home in our office, and consequently it goes in the waste basket. By that means we unload a great deal of the surplus stuff that keeps a man busy pawing it over and over."

**TREATMENT FOR SCRATCHES.**

John A. Clarke, the well known Philadelphia team owner of 321 Arch street, that city, while writing to this paper, says: "It has occurred to me that I might do a good turn to many of my teaming friends, as well as to our noble four-footed servant, the horse, by asking you to print the following treatment for scratches, which I have used since 1904 with great success:

Wash the affected parts thoroughly with warm water, into which place, say, 2 ounces pure carbolic acid to 2 quarts of water. Then cover the cracks with cotton containing some of the following and wrap well with roller bandage:

1 ounce of alum, powdered.

4 ounces of acetate of lead.

8 ounces of glycerine.

Dissolve in one pint of warm water.

Rub the sores and then put the cotton on and bandage as above mentioned. Keep bowels open with glauher salts, reduce grain food, and in very bad cases feed bran mash or other non-stimulating food.

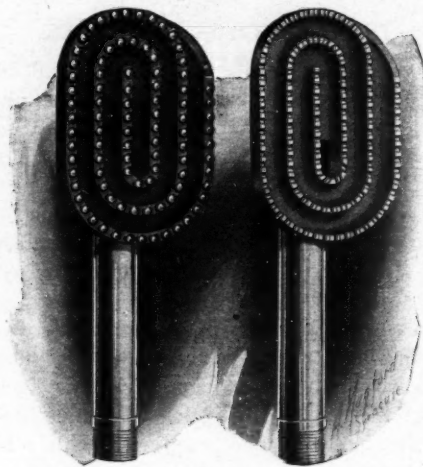
**FOR SALE.**

Well established Transfer and Storage Line, in a large Ohio city Address Box 50, THE TEAM OWNERS REVIEW, Pittsburgh, Pa.

### ABOUT CLEANING HORSES.

When the horse is in perfect physical condition the team owner usually gets the best work out of it. By physical condition is not only meant that the horse be well fed, well shod, but it should also be well groomed. Keeping a horse clean will often prevent it from contracting very dangerous diseases, and no team owner's stable should be without a horse cleaning equipment. There has recently been placed upon the market the Beach-Russ Vacuum cleaner, which is said to have given most excellent results wherever it has been used.

In its manufacture an aluminum vaccomb is used with a vacuum hose attached.



PATENTED VACUUM ALUMINUM VACCOMBS.

The dust and hair is sucked to the vaccomb, through hose and pipe line into the dust separator, where it is caught, so that no dirt goes into the Rotary Vacuum Pump. A hand hole in bottom of separator makes it easy to remove the dirt after cleaning the horses. The horse, after going over him with this vaccomb, will look glossy and will be absolutely clean. The horses can also be cleaned in much less time, so that saving in time alone will pay for the outfit in a short while. One of the Beach-Russ outfits was installed some time ago in a New York stable, where it formerly required 12 men to clean the horses. As soon as the

vacuum outfit was installed, 8 men did the work much better and quicker, thus saving the wages of 4 men.

### "HOW THE WORLD MOVES."

The readers of THE TEAM OWNERS REVIEW, who perused in the Anniversary Number of January the article about moving all over the world, will no doubt be interested in the fact that Mr. F. L. Bateman of the Transcontinental Freight Company of Chicago, which company owns the original plates of the photographs illustrating our article, gave on the 17th of last month a stereopticon view and illustrated lecture on the same subject in Indianapolis, Ind., before the members of the Indianapolis Transfer Association and a large number of their friends. The entertainment took place at the North Star Theater, and it proved a great success.

Before the lecture the members of the association and their friends were guests at an oyster supper in the storage warehouse of Frank Shellhouse on Central avenue. There was a short social hour and an open meeting at which Albert E. Cottey, attorney for the association, made a brief address on the lack of laws in Indiana for the protection of transfer men, and suggested that the men organize for the purpose of obtaining legislation along that line. Mr. Shellhouse was master of ceremonies.

Mr. Oscar Lee, president of the Indianapolis Transfer Association, kindly writing to this paper about the entertainment, says:

"I wish to add that Chicago was well represented by Mr. F. L. Bateman of the Transcontinental Freight Company, who gave us 100 stereopticon slides showing the various methods of moving household furniture in all parts of the world, also Mr. William Hoag, assistant general manager of the American Forwarding Company, Mr. E. Zwiers, manager of the Bekins Household Shipping Company; Mr. Tom Jackson of the Chicago & West Suburban Express Company, and our genial friend Mr. Charles E. Barnes, manager of Werner Bros. Fireproof Storage Company.

"Chicago, however, was not the only city represented, Toledo, Ohio, coming to the front with Mr. E. H. Depenthal of the Depenthal Truck & Storage Company; Mr. J. M. Hedges, representing the Union Transfer & Storage Company of Terre Haute, Ind.; Mr. J. M. Mount of the Mount Transfer Company, Crawfordsville, Ind.; F. H. Jerome, Muncie, Ind.; Cary Shinkle, Anderson, Ind.; Joseph Ardapple, Lafayette, Ind., and Guy W. Smith, Connorsville, Ind.

"About 100 transfer and storage men ate oysters with Mr. Frank Shellhouse at his new fireproof storage house, and about 400 transfer and storage men, their families and friends attended the stereopticon show in the theater next door.

"The entertainment was voted a great success by all present, and all claimed they were glad they braved the inclement weather to attend.

"After the entertainment several of the boys returned to the warehouse and were initiated into the mysteries of several side degrees by Mr. Jackson and Mr. Barnes, and we hope Indianapolis transfer men will now be able to keep up the good work of getting new members to both the Indianapolis Transfer Association and to the side degrees."

The officers of the Indianapolis Transfer Association are: President, Oscar Lee; vice president, C. A. George; treasurer, C. W. Abraham; secretary, J. M. Porter, and assistant secretary, D. W. Jones.

### COLD WEATHER DONT'S FOR DRIVERS.

Prepared by the Western Pennsylvania Humane Society:

1.—Don't use cold bits in cold weather. Your horse's tongue is tender and his mouth is formed of delicate glands and tissues.

2.—Don't clip your horse when the mercury is at the freezing point.

3.—Don't fail to blanket your horse when he stands in the cold.

4.—Don't forget that nasal catarrh, diphtheria, bronchitis and other ills often result from exposure and the chill which follows suddenly checked perspiration.

5.—Don't fail to keep your horse's shoes sharp when the streets are slippery.

6.—Don't put your horse's feet in unskilled hands. Good feet are spoiled by bad shoeing.

7.—Don't keep your horse in an overheated stable, then stand him for hours in a freezing atmosphere, and wonder why he became paralyzed.

8.—Don't fail to water your horse the first thing in the morning, but not with ice water.

9.—Don't load your horse too heavily when the streets and roads are blocked with snow.

10.—Don't force him to back a heavy load over a snow bank. A shovel, with a little energy, will make it easier for your horse and your conscience.

11.—Don't try to convince your horse that he is on skates when his feet strike the slippery asphalt. Go slow, my son.

12.—Don't fail to oil your wagon axles. There is a heap of humanity in wagon grease.

13.—Don't fail to properly shelter your stock from the cold, and exercise them when the weather is good.

14.—Don't fail to have your horse's teeth examined. Of what use is food if your horse can't eat it?

15.—Don't dock your horse's tail. He needs it in winter as well as summer, and it was put there by a Master hand.

16.—Don't overcheck your horse. Nature's curves are always graceful.

17.—Don't forget that there is more profit in coaxing a horse than in kicking him. Try gentleness and see how it grows on you.

18.—Don't wait till your horse is dead, or nearly so, before you send for a doctor, or an ambulance.

19.—Don't kill your horse trying to get him out of a hole before you send for a derrick.

20.—Don't send anonymous complaints. "A Lover of Animals," "Friend to Humanity" and other familiar writers belie their titles when they fail to send their address. Be manly and don't hesitate to appear when you are needed for the successful investigation or prosecution of a case. Don't, by your seeming cowardice, consign your complaint to the waste-basket.



### THE EXPRESS COMPANIES.

All of the express companies operating under the jurisdiction of the Interstate Commerce Commission faced practically the same conditions in conducting their business last year as did the railroad companies over whose lines they operated. And these conditions affected them relatively to about the same degree.

Summed up, the circumstances surrounding the express business were a generally prevailing dullness in business and trade fostered by an underlying sentiment of uncertainty as to the future, increased cost of labor and materials and reductions in rates on inter-company business to all points in this country, Canada and Mexico, as made early in January, 1911, together with isolated reductions here and there.

A general reduction in rates, averaging about 20 per cent. on about 90 per cent. of the total business done, was voluntarily adopted a few months ago, but as these reductions did not become operative until August 1, last year's business was not affected. But this reduction will have a noticeable effect on 1912 revenues.

Increased cost of labor and materials was almost entirely responsible for bringing about the higher expenditures recorded. American Express was the only company which managed to hold expenses to the preceding year's level. The business done by the four principal express companies last year, together with the amounts expended for operations and the resulting net, are indicated in the following tabulation:

	Gross Revs.	Express Priv. and Op. Exp.	Net Rev. After Tax.	Other Income.
Adams	\$32,855,185	\$17,083,831 14,271,041	\$1,254,832	*\$1,750,000
U.S.Ex.	20,364,074	9,717,522 10,142,497	380,654	415,638
Amer..	41,684,937	19,322,479 19,025,205	2,983,904	*1,158,000
Wells-F.	25,310,784	11,792,310 11,364,803	2,153,771	1,336,121

\*Estimated.

All of the companies reported a surplus after dividends. The amounts earned by the companies on their respective capitalizations, together with dividends paid and surplus remaining, are as follows:

	Total Inc.	P. C. Earned Capital and Stock.	Div. Rate Paid.	Surplus.
Adams	*\$2,006,832	\$12,000,000	\$1,440,000	\$ 566,832
		16.71%	12%	
U.S.Ex.	750,821	10,000,000	600,000	150,821
		7.68%	6%	
Amer..	4,141,904	18,000,000	2,160,000	1,981,904
		23.1%	12%	
Wells-F.	3,489,892	23,964,400	2,396,740	1,093,152
		14.5%	10%	

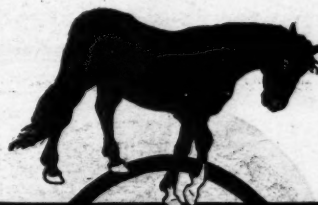
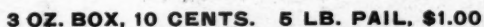
\*Total income after fixed charges amounting to \$998,000.

None of the companies reduced dividends during the year, according to an official of one of the companies; unless conditions in this current year become materially worse so far as the field of transportation is concerned, the present dividend rates will be maintained.

The current fiscal year was begun with a general 20 per cent. reduction on a majority of tariffs and with the affairs of the companies subject to investigation by the Interstate Commerce Commission and many state commissions. Materially altered conditions will probably confront the several express companies before the close of the current year, as a result of these investigations. One of the prospective changes practically assured is the probability of an entirely new set of rate schedules being ordered, as a result of the Federal investigation which will put the future business of the companies upon a totally different basis.

### DRAUGHT SPRINGS.

The adoption of the Beecher draught springs is becoming more and more general. Not only has the United States government in the war department adopted them, but their usefulness, construction and durability has appealed to team owners wherever a horse and truck must pull the load.



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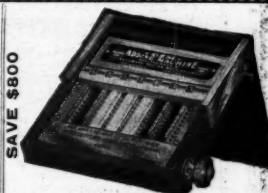
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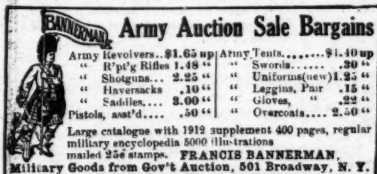
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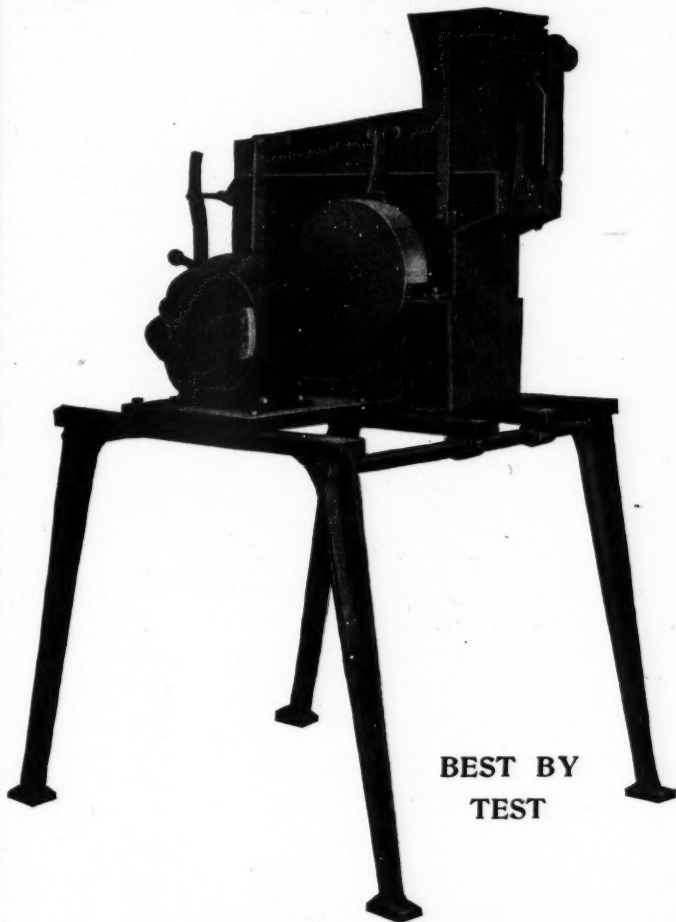
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